

Message Text

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ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 OPIC-03 CIAE-00 INR-10

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 133

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FOR MEPD, EXIM AND AF/W

E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: MAJOR PROJECT: WESTERN ELECTRIC INTERNATIONAL'S BID TO
SUPPLY RADIO AND MULTIPLEX EQUIPMENT FOR THE NATIONAL TRANS-
MISSION SYSTEM

REF: STATE 209398

1. JELLEY AND CONGER CALLED ON RECENTLY APPOINTED PERMSEC,
FEDERAL MINISTRY OF COMMUNICATIONS, JOHN E.K. OYEGUN,
AUGUST 18. FYI: OYEGUN WAS PERMSEC HOUSING FOR TWO YEARS
AND PERMSEC, ECONOMIC DEPARTMENT, CABINET OFFICE FOR ONE
YEAR. END FYI.

2. CONGER STATED HE HAD COME TO LAGOS TO INFORM FMG OF
STRONG USG INTEREST IN SUBJECT PROJECT, PARTICULARLY IN
LIGHT OF ITS POSSIBILITIES FOR ADDING SUBSTANTIALLY TO
NIGERIAN-U.S. COMMERCIAL TIES, WHICH USG VALUES VERY HIGHLY.
CONGER EXPRESSED USG DESIRE TO ASSIST FMG IN ANY APPROPRIATE
WAY IN DEVELOPING AND IMPLEMENTING COMMUNICATIONS AND OTHER
PROJECTS. HE INDICATED THAT EXIMBANK IS ANXIOUS TO HELP
FINANCE NIGERIAN PROJECTS TO EXTENT OF PROCUREMENT OF
U.S. SERVICES AND EQUIPMENT. HE MENTIONED USG CONFI-
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DENCE THAT FMG WOULD ENSURE THAT U.S. FIRMS' PROPOSALS
RECEIVE FULL AND FAIR CONSIDERATION.

3. OYEGUN EXPRESSED GRATIFICATION FOR USG INTEREST IN
SUBJECT PROJECT. HE SAID THE VARIOUS PROPOSALS ARE
CURRENTLY BEING REVIEWED BY DIRECTOR OF TELECOMMUNICA-
TIONS IN MINISTRY OF COMMUNICATIONS AND WILL NOT COME

TO HIM (OYEGUN) FOR APPROVAL UNTIL DIRECTOR HAS SUBMITTED HIS ANALYSIS AND RECOMMENDATIONS. NEVERTHELESS, OYEGUN SAID, HE WAS PLEASED TO HAVE HAD THIS CONVERSATION, ESPECIALLY INsofar AS IT CONCERNED POSSIBILITIES FOR USING EXIMBANK RESOURCES, SINCE EXTERNAL FINANCING WOULD BE NECESSARY FOR THIS PROJECT. HE SAID USG CAN REST ASSURED U.S. FIRMS' PROPOSALS WILL RECEIVE FULL CONSIDERATION, INDICATING THEY ARE IN FORE-FRONT OF COMPETITION.

4. IT WAS NOT POSSIBLE TO MEET WITH DIRECTOR OF TELECOMMUNICATIONS LAST WEEK. HOWEVER, EMBASSY WILL MAKE FOLLOW-ON REPRESENTATIONS TO HIM ASAP. EMBASSY WILL STRESS U.S. PROCURED SERVICES AND EQUIPMENT, POINTING OUT HOW EXIMBANK ROLE (IF IT MATERIALIZES) CAN SERVE AS A DEFINITIVE INDICATOR OF THIS SOURCING AND WILL MAKE ADDITIONAL REPRESENTATIONS AT APPROPRIATE DECISION MAKING LEVELS.

5. COMMENT: (FYI): COMPETITION FOR THIS PROJECT VERY KEEN. MEETING WITH OYEGUN GAVE IMPRESSION OF SLIGHT TILT TOWARD U.S.; THIS COULD WELL FAVOR ITT AND GTE, BOTH STRONGLY ENTRENCHED IN NIGERIA, INCLUDING IN-COUNTRY SUBSIDIARIES. CONGER CONVERSATIONS WITH TWO ITT REPS AUGUST 19 CONFIRMED THAT ITT INTENDS TO SOURCE OFFSHORE IF IT WINS CONTRACT.

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